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1	A. Did I instruct the sales managers? I don't	1	MS, AHMANN: Let me take a look.
2	think I instructed. I know it was one tool they	2	BY MR. BANKSTON:
3	were were provided.	3	Q. And Mr. Bergstrom, I'm just wondering,
4	Q. Did you have regular contact with	4	have do you have memory of ever seeing this?
5	salespeople inside the company?	5	A. I would have seen it, yes.
6	A. Periodically. Not not frequently.	6	Q. And do you remember ever being instructed to
7	Q. Okay. When Ms. Tullis says, "This issue is	7	draft talking points discrediting this study?
8	everywhere," what did you take that to mean?	8	MS, AHMANN: Object to form.
9	A. I take it to mean that that it's she's	9	A. I don't remember being asked to develop
10	faced questions from more than one account in her	10	talking points specifically to discredit. We would
11	territory.	11	have developed talking points that the sales used
12	Q. Okay. And in fact this one that she's	12	our sales team could use in response to the article.
13	forwarded you talks about literature that seems to	13	Q. You would agree with me that, with regard to
14	support the idea that there is a a potential hazard	14	literature that was critical of forced-air warming
15	here. You were aware of such literature; correct?	15	from the standpoint of orthopedic infections, it was a
16	MS. AHMANN: Object to form.	16	goal of the marketing department to discredit those
17	A. I guess I'm not sure on the specific	17	studies.
18	literature she's referring to. It could have been	18	A. I don't believe "discredit" is the right
19	some of the early research that was done in	19	word, no.
20	conjunction with Augustine Temperature Management or	20	Q. Okay.
21	it could have been his Blowing Air Is Risky campaign.	21	A. I believe the goal of the marketing
22	Q. Okay. I want to talk to you a little bit	22	department was to review those papers, as we would any
23	about some of that specific literature and and	23	paper, examine the strengths and weaknesses and then
24	your maybe your familiarity with it, how you've	24	provide the responses that our our sales force
25	ever worked with it, some questions like that. So I'd	25	could use.
23	ever worked with it, some questions like that. So Id		
	Page 66		Page 68
1	like to go over some of those, kind of switch topics.	1	Q. Okay.
2	A. Okay.	2	(Exhibit 92 was marked for
3	Q. And I'm going to be handing you some	3	identification.)
4	scientific studies, and we can go ahead and mark them	4	BY MR. BANKSTON:
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	· · · · · · · · · · · · · · · · · · ·	5	
5	as exhibits. I'm I'm really only giving you for	5	Q. Mr. Bergstrom, I've handed you Exhibit 92,
5 6	as exhibits. I'm I'm really only giving you for to refresh your	5 6	Q. Mr. Bergstrom, I've handed you Exhibit 92, which is entitled "Forced-Air warming blowers: An
5 6 7	as exhibits. I'm I'm really only giving you for to refresh your You need to understand what study I'm	5 6 7	Q. Mr. Bergstrom, I've handed you Exhibit 92, which is entitled "Forced-Air warming blowers: An evaluation of filtration adequacy and airborne
5 6 7 8	as exhibits. I'm I'm really only giving you for to refresh your You need to understand what study I'm talking about.	5 6 7 8	Q. Mr. Bergstrom, I've handed you Exhibit 92, which is entitled "Forced-Air warming blowers: An evaluation of filtration adequacy and airborne contamination emissions in the operating room." Do
5 6 7 8 9	as exhibits. I'm I'm really only giving you for to refresh your You need to understand what study I'm talking about. A. Okay.	5 6 7 8 9	Q. Mr. Bergstrom, I've handed you Exhibit 92, which is entitled "Forced-Air warming blowers: An evaluation of filtration adequacy and airborne contamination emissions in the operating room." Do you recall ever seeing this study?
5 6 7 8 9	as exhibits. I'm I'm really only giving you for to refresh your You need to understand what study I'm talking about. A. Okay. Q. And I want you to understand I'm not trying	5 6 7 8 9	Q. Mr. Bergstrom, I've handed you Exhibit 92, which is entitled "Forced-Air warming blowers: An evaluation of filtration adequacy and airborne contamination emissions in the operating room." Do you recall ever seeing this study? A. I would have seen it and I would have read
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5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22	as exhibits. I'm I'm really only giving you for to refresh your You need to understand what study I'm talking about. A. Okay. Q. And I want you to understand I'm not trying to go at you with science or any of those sorts of things. I just want to understand your familiarity. And so the first one is that I'm going to hand you MR. BANKSTON: Go ahead and mark that. MS. AHMANN: And again, do you have any copies of these? MR. BANKSTON: I do not. I just have one. I hadn't really didn't intend to mark these in as an exhibit. If you'd like me to make copies of each of these, I can. (Exhibit 91 was marked for	5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22	Q. Mr. Bergstrom, I've handed you Exhibit 92, which is entitled "Forced-Air warming blowers: An evaluation of filtration adequacy and airborne contamination emissions in the operating room." Do you recall ever seeing this study? A. I would have seen it and I would have read through it, yes. Q. Were Did you ever recall being given instructions to draft talking points on this study? A. Yes, we would have our team would have drafted talking points. Q. And again, on this question again, was it a goal of your department to discredit this study? A. It was to provide our sales reps with responses on how to address concerns about the misinformation. Q. Okay.
5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23	as exhibits. I'm I'm really only giving you for to refresh your You need to understand what study I'm talking about. A. Okay. Q. And I want you to understand I'm not trying to go at you with science or any of those sorts of things. I just want to understand your familiarity. And so the first one is that I'm going to hand you MR. BANKSTON: Go ahead and mark that. MS. AHMANN: And again, do you have any copies of these? MR. BANKSTON: I do not. I just have one. I hadn't really didn't intend to mark these in as an exhibit. If you'd like me to make copies of each of these, I can. (Exhibit 91 was marked for identification.)	5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23	Q. Mr. Bergstrom, I've handed you Exhibit 92, which is entitled "Forced-Air warming blowers: An evaluation of filtration adequacy and airborne contamination emissions in the operating room." Do you recall ever seeing this study? A. I would have seen it and I would have read through it, yes. Q. Were Did you ever recall being given instructions to draft talking points on this study? A. Yes, we would have our team would have drafted talking points. Q. And again, on this question again, was it a goal of your department to discredit this study? A. It was to provide our sales reps with responses on how to address concerns about the misinformation. Q. Okay. (Exhibit 93 was marked for
5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24	as exhibits. I'm I'm really only giving you for to refresh your You need to understand what study I'm talking about. A. Okay. Q. And I want you to understand I'm not trying to go at you with science or any of those sorts of things. I just want to understand your familiarity. And so the first one is that I'm going to hand you MR. BANKSTON: Go ahead and mark that. MS. AHMANN: And again, do you have any copies of these? MR. BANKSTON: I do not. I just have one. I hadn't really didn't intend to mark these in as an exhibit. If you'd like me to make copies of each of these, I can. (Exhibit 91 was marked for identification.) MR. BANKSTON: But I really only have one	5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24	Q. Mr. Bergstrom, I've handed you Exhibit 92, which is entitled "Forced-Air warming blowers: An evaluation of filtration adequacy and airborne contamination emissions in the operating room." Do you recall ever seeing this study? A. I would have seen it and I would have read through it, yes. Q. Were Did you ever recall being given instructions to draft talking points on this study? A. Yes, we would have our team would have drafted talking points. Q. And again, on this question again, was it a goal of your department to discredit this study? A. It was to provide our sales reps with responses on how to address concerns about the misinformation. Q. Okay. (Exhibit 93 was marked for identification.)
5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23	as exhibits. I'm I'm really only giving you for to refresh your You need to understand what study I'm talking about. A. Okay. Q. And I want you to understand I'm not trying to go at you with science or any of those sorts of things. I just want to understand your familiarity. And so the first one is that I'm going to hand you MR. BANKSTON: Go ahead and mark that. MS. AHMANN: And again, do you have any copies of these? MR. BANKSTON: I do not. I just have one. I hadn't really didn't intend to mark these in as an exhibit. If you'd like me to make copies of each of these, I can. (Exhibit 91 was marked for identification.)	5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23	Q. Mr. Bergstrom, I've handed you Exhibit 92, which is entitled "Forced-Air warming blowers: An evaluation of filtration adequacy and airborne contamination emissions in the operating room." Do you recall ever seeing this study? A. I would have seen it and I would have read through it, yes. Q. Were Did you ever recall being given instructions to draft talking points on this study? A. Yes, we would have our team would have drafted talking points. Q. And again, on this question again, was it a goal of your department to discredit this study? A. It was to provide our sales reps with responses on how to address concerns about the misinformation. Q. Okay. (Exhibit 93 was marked for

Page 69 another scientific study entitled "Forced-air patient Q. Mr. Bergstrom, I've handed you another 1 1 study, Exhibit 93. This study is entitled "Forced-Air 2 warming blankets disrupt unidirectional airflow." 2 3 Were you provided a copy of this study at any time? 3 warming and ultra-clean ventilation do not mix." Do A. I would have read this study, yes. 4 you recall ever seeing this study? 4 5 Q. And likewise, you were also instructed to 5 A. Yes, I would have seen this. draft talking points critical of this study. 6 Q. Do you recall being instructed to draft 6 7 A. I would have addressed talking points to 7 talking points to your customers about this study? 8 address misinformation, yes. 8 A. Myself and the team would have drafted 9 O. Okay. 9 talking points again to -- to address the 10 10 (Exhibit 97 was marked for misinformation. Q. Okay. When you say "misinformation," those 11 identification.) 11 12 BY MR. BANKSTON: talking points would have been critical of this study. 12 Q. I've now handed you Exhibit 97, a scientific 13 13 A. There are some that are critical in terms of 14 the -- the way this study was set up and things that 14 study entitled "Patient Warming Excess Heat: The Effects of Orthopedic Operating Room Ventilation 15 15 were -- were overlooked and not -- not included, yes. Performance." Do you recall ever receiving a copy of 16 16 Q. Okay. 17 (Exhibit 94 was marked for 17 this study? identification.) 18 A. Yes, I would have reviewed this study. 18 Q. And you were instructed to draft talking 19 19 BY MR. BANKSTON: points critical of this study; correct? Q. Mr. Bergstrom, I've handed you Exhibit 94, a 20 20 scientific study entitled "Do forced air patient-21 21 A. I would have addressed talk -- or addressed warming devices disrupt unidirectional downward 22 talking points -- provided talking points to, again, 22 airflow?" Do you recall ever seeing this study? 23 address the misinformation that's included. 23 24 (Exhibit 98 was marked for 24 A. Yes, I would have read this study. Q. Okay. Do you recall being instructed to 25 identification.) 25 Page 72 Page 70 BY MR. BANKSTON: 1 1 draft talking points critical of this study? Q. Mr. Bergstrom, I've handed you Exhibit 98, a 2 A. I likely would have directed talking points 2 3 scientific study entitled "Forced-Air Warming Design: 3 the sales reps could use to respond to concerns about Evaluation of Intake Filtration, Internal Microbial 4 4 the misinformation. 5 Buildup, and Airborne-Contamination Emissions." Were 5 Q. Okay. 6 you provided a copy of this study? (Exhibit 95 was marked for 6 7 A. I was provided a copy of this study --7 identification.) 8 Q. And --8 BY MR. BANKSTON: 9 A. -- and would have -- would have prep -- done O. I have handed you what's been marked as 9 10 talking points to address the misinformation. 10 Exhibit 95. This is a scientific study entitled 11 Q. I'm glad you're already anticipating here. 11 "Effect of forced-air warming on the performance of 12 Let's move on to our final one. operating theatre laminar flow ventilation." Do you 12 13 (Exhibit 99 was marked for 13 recall receiving this study? 14 A. Yes, I would have read it. 14 identification.) 15 BY MR. BANKSTON: 15 Q. Were you also instructed on this study to Q. I have now handed you Exhibit 99, a 16 draft talking points critical of the study? 16 scientific study entitled "Infection control hazards 17 17 A. I would have drafted -- myself and the team 18 associated with the use of forced-air warming in 18 would have drafted talking points again for the sales operating theatres." Were you provided a copy of this 19 19 reps to use to address this study's shortcomings and 20 study? 20 misinformation provided. 21 A. Yes, I would have reviewed this study. 21 Q. Okay. Q. Okay. And with this study, you would have 22 22 (Exhibit 96 was marked for 23 also drafted talking points critical of the study. 23 identification.) 24 A. Yes, I believe we drafted talking points. 24 BY MR. BANKSTON: Q. Mr. Bergstrom, I've handed you Exhibit 96, 25 Q. Okay. You now have in front of you --25

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Page 95 Page 93 A. I do. 1 1 Q. Okay. What does that word mean to you, that Q. Okay. Can you tell me why that might be phrase "burden of proof?" 2 2 relevant or important? A. I believe it means that he needs to find 3 3 MS. AHMANN: Object to the form. evidence to support his accusations. 4 4 A. It seems like a question that is -- is being 5 O. Okay. In other words ---5 asked. I don't know that these are final talking 6 A. That doesn't mean we're going to disregard 6 7 points. Perhaps they were submitted for review and 7 concerns that are raised by customers. 8 that's a question that they wanted to rectify. Q. So would you agree with me that Arizant also 8 Q. So at this point there's no real indication 9 9 has the burden of proof? that your competitor was a sponsor of this paper, but 10 10 A. And we've -there's still some concern that they could have Bair Hugger is -- is safe and effective. 11 11 assisted in the drafting or creation of this study. 12 That's been proven by the literature over the years, 12 Does that raise any concern to you? 13 the two hundred clinical studies -- two hundred 13 MS. AHMANN: Does what? Does what raise a 14 million patients warmed. 14 concern? 15 O. We'll get back to that in a second. 15 Q. The statement I just made, that they are not 16 (Discussion off the stenographic record.) 16 listed as a sponsor but could have potentially 17 (Exhibit 106 was marked for 17 assisted in the preparation of the paper. Does that 18 18 identification.) raise any concern to you? 19 19 BY MR, BANKSTON: 20 A. With me, not necessarily. But again, it's Q. Mr. Bergstrom, I'm going start talking about 20 not my -- this isn't my -- clinical studies and what's the term "talking points." Can you tell us what that 21 21 involved in conducting a clinical study isn't -- isn't 22 22 term means? A. Talking points are developed to help the 23 in my arena and scope. 23 Q. Would you agree with me that what is being 24 audience, it could be a -- an executive team, it could 24 communicated here is that there may be questions about 25 be our sales reps, prepare them some key points that 25 Page 96 Page 94 the independence of the study's authors and the 1 1 they can share with customers. company that may or may not have been involved in it? 2 Q. Okay. Now the exhibit I have handed you now 2 is a November 4th, 2008 set of talking points that 3 A. I think the question as written is saying 3 4 it's an area to look into further. came out of your department. I'm wondering if you 4 O. And why would you want to look into that? 5 5 remember this Kimberger study? MS. AHMANN: Object to form. 6 6 A. I don't remember the study. I don't A. You know, these -- I'm --7 remember actually developing these talking points 7 8 It's not my area of expertise. I don't 8 either. 9 9 O. Okay. Do you see where it has a discussion know. Q. Well if the sponsor participated in the 10 of authorship and sponsorship? 10 11 drafting of the paper, --11 A. Yes, I do. A. Uh-huh. 12 Q. Okay. And it says there in the middle of 12 Q. -- could that raise questions about the that paragraph, "ABAD was not listed as a sponsor..." 13 13 independence of the scientists from the company? 14 Who is ABAD? 14 A. That's Augustine Biomedical + Design. 15 A. Potentially, yes. 15 O. Okay. Q. Okay. That is your competitor. 16 16 THE REPORTER: We have to change disks. Off 17 17 A. Dr. Augustine. the record, please. 18 18 Q. Dr. Augustine. Okay. 19 (Recess taken.) And it states here that they were not a 19 BY MR. BANKSTON: 20 sponsor, they had donated some equipment, "...and the 20 O. Mr. Bergstrom, before we went on break we 21 authors disclaim any involvement of the sponsors in 21 had been talking about various studies, and I the preparation of the paper..." The next sentence in 22 22 believe -- you know, you've told me numerous times it 23 23 bold says, "Certain portions of the paper read like was never your intention to discredit this -- these 24 ABAD talking points; could they have assisted as 24 studies, it's always been your intention to prevent 25 non-sponsors?" Do you see that? 25

Page 169 Page 171 1 1 O. Or -- or you didn't. discredit research and researchers? 2 2 A. I didn't, and I don't believe anyone in the A. Not to my knowledge, no. 3 Q. Okay. Let's go to page six. Do you see the 3 company did. third initiative? 4 Q. Of these possible participants to 4 5 A. Yes. 5 objectively review the data, not a single one of the 6 20-plus authors in that stack of studies who were 6 O. It says "Discredit ABAD research." 7 7 involved in studying forced-air warming were 8 Q. That's something that occurred; didn't it? 8 considered to be invited to this group; correct? 9 A. Let me read through the --9 MS. AHMANN: Object to form. 10 A. I honestly don't know if -- if others were 10 I don't know that that occurred, no. 11 considered and just not added. I don't see their 11 Q. Well most of these ideas here, those 12 occurred; right? 12 names on the list, that's as specific as I can get. 13 Q. Well, I mean y'all have zero interest in 13 A. I don't know that most of those did occur. 14 having any of those people involved; correct? 14 Q. Okay. But according to you, sitting here 15 today, this initiative to discredit ABAD research, 15 A. Again, I --16 that was something that was never followed through on. 16 It's not my call as to who gets put in. 17 It's to be determined by the clinical team. 17 A. That's correct, yes. 1.8 Q. Now in the "Positioning" again we see "Cite 18 Q. If you could flip to page five for me, and 19 why the ABAD research doesn't meet the standard 19 under the "Positioning" section here, can you go up to 20 scientific scrutiny," and then there's a question 20 the fifth bullet from the bottom. 21 A. Okay. 21 22 It's true that there was some significant Q. Do you see where it says, "Research is weak 22 23 doubt about how the company could possibly position 23 and would not meet scrutiny of scientifically valid 24 that research as not meeting scientific scrutiny; 24 research," in parentheses "(why?)" Do you see that 25 25 isn't that true? portion? Page 170 Page 172 1 MS. AHMANN: Object to form, lack of 1 A. Yes. 2 Q. Okay. This here is talking about research 2 that was unfavorable to forced-air warming; correct? 3 A. I don't believe that's accurate, no. 3 Q. Okay. Well you know these studies were peer 4 4 A. That is my belief, yes. Q. And at that time the group had pretty much 5 reviewed; correct? 5 6 posed the question of why does this not meet A. Yes. 6 7 Q. And they were published by their editors; 7 scientifically valid research; correct? 8 correct? 8 MS. AHMANN: Object to form. 9 9 A. Yes. A. That could mean --Q. And we saw from the Sessler study that when 10 10 I mean it could mean any number of different editors find significant problems in a paper, they 11 11 things. It could mean do we disclose the reasons why 12 reject the paper and make a change; correct? 12 it's weak? Do we --13 A. Yes. 13 You know, I can't speak as to the -- the Q. And in this case these studies were accepted 14 why. 14 15 by their editors. 15 Q. Did you ever ask? 16 A. We don't know that they were accepted on the 16 A. There may have been -- been clarification 17 during the meeting. I don't -- don't have specific 17 first pass, --18 Q. Sure. 18 recollection. A. -- we know they were eventually published. 19 19 Q. Okay. So there was some -- some ideas of 20 Q. Right. And so we have the final manuscript, 20 maybe communicating to the public why y'all didn't and at least according to those editors, according to 21 think the studies were good. This is back to that 21 those peer reviewers, those studies did meet misinformation thing we were talking about earlier; 22 22 23 correct? You want to correct the misinformation. 23 scientific scrutiny; correct? 24 A. As did the -- the Olmstead and Sessler 24 A. That's the goal, yes. 25 25 Q. Okay. Was not the goal to just set out to paper, yes.